

June 5,, 1987

Mr. Mike Selman
Director - Information Systems Corporate
Bergen Brunswig Corporation
4000 Metropolitan Drive
Orange, CA 92668

New

Dear Mike,

Many thanks for accepting our invitation to attend INPUT's July 21-22 EDI conference, and for your presentation on your "real life" experiences with EDI.

The event is being held at the Claremont Resort in Oakland. Enclosed is our agenda, and a complimentary copy of our newsletter, produced by INPUT's EDI Planning Service program.

The case-study session will be:

WEDNESDAY JULY 22 8:30-10:30 NOON

Note that this varies from what I told you on the phone. You will be sharing the session with representatives of Hewlett-Packard, Levi-Strauss and American President Companies. The audience will a mix of other users and information services vendors.

As a conference presenter, you are invited to attend all conference events including the dinner cruise around the Bay without charge. We will also reimburse you for one night in the hotel and your airfare from Orange.

Would you please send me a brief bio, and if possible, a hardcopy of any slides you will be using for publication in the conference notebook. The hardcopy will be needed no later than two weeks before the event. I look forward to seeing you again. I know it will be a most interesting session.

Sincerely yours,

Victor S. Wheatman

Victor S. Wheatman
EDI Planning Service Manager

enclosures

Mike - Oakland Airport is closest.



INPUT

11820 PARKLAWN DRIVE, ROCKVILLE, MD 20852

(301) 231-7350

April 16, 1986

Ms. Irene Bayol
Policy Officer (KA)
Office of the Deputy Commissioner
for Federal Information Resource
Management
General Services Administration
18th and F Streets, NW
Washington, DC 20405

Dear Ms. Bayol:

Thank you for accepting our invitation to speak at INPUT's Federal Client Conference on 21 May, 1986, at the Marriott Hotel, Pooks Hill Road, Bethesda, Maryland. A draft agenda of the conference will be sent to you shortly.

Per our conversation, the conferees will consist of marketing executives and analysts of industrial organizations that are clients of our Federal Information Systems and Services (market research) Program (FISSP). We anticipate 40-50 attendees, including some members of our Washington staff at this closed meeting.

Our clients provide adp and communications products and services to the government, and include hardware, software and systems contractors. Their interests lie in the likely directions and emerging needs of federal agencies, so that they can advise their organizations on appropriate federal business strategies. Their current focus is the theme of our conference, "Federal Information Resources in Transition."

As we discussed on the telephone, there is a lot of interest in your perspective of the federal end-user community, particularly who the end-users are in the agencies and their needs. Specific questions include agency and GSA actions and future plans, how much networking will be used, how acquisitions are planned and functional requirements satisfied, future needs for training and user problems with current resources. Industry hears and reads a lot of commentaries about terminal/pc security, data base availability versus security and packaged software requirements, with no clear trends or directions.

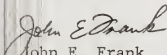
We would be most pleased if copies of your report can be made available to the conferees. Please advise if we can assist in the logistics.

April 16, 1986
Ms. Irene Bayol
Page 2

You will have about an hour in the morning of the 21st, just after the presentation on legislative and regulatory affairs, about 10:00 a.m. Most speakers talk for about 35 to 40 minutes and use the remainder of the time to answer questions. We invite you to join us for the preceding day, if your time permits. Otherwise, please plan to stay through lunch, so that the conferees can continue to talk to you.

If you have any questions, please call me. We will ask you shortly for a biography and a black and white copy of your visuals for inclusion in the conference manual.

Sincerely,


John E. Frank
Vice President

JEF/kn

FISSP CONFERENCE ATTENDEES:

Darrel Snider	BECHTEL INFORMATION SERVICES
Gayle Williams	LITTON COMPUTER SERVICES
Wayne Kelly	CSC
Raymond W. Wolf	LITTON COMPUTER SERVICES
Felecia Decowski	ERC INTERNATIONAL
Judy Cavanaugh	GRUMMAN DATA SYSTEMS
Liz Vitale	IBM CORPORATION
Dennis Brekhuis	MCDONNELL DOUGLAS FEDERAL SYSTEMS
John N. Marshall	Jr. NETWORK SOLUTIONS
James E. Hengle	Science Applications international
Buzz Henifin	SCIENCE APPLICATIONS INTERNATIONAL
Helene Stewart	SYSTEMHOUSE INC.
Cynthia Hall	UNISYS
Robert Steele	CSC
Robert Branich	CSC
Tom Sanders	ERC INTERNATIONAL
Joel Stream	ERC INTERNATIONAL
Robert L. Wolf	GRUMMAN DATA SYSTEMS
Bob Evans	GRUMMAN DATA SYSTEMS
Russ Weaver	IBM CORPORATION
Bob Sweeney	IBM CORPORATION
Bob Caincross	IBM CORPORATION
Keith K. Erdman	LITTON COMPUTER SERVICES
Jerry Edgerton	MCDONNELL DOUGLAS FEDERAL SYSTEMS
David Lyle	MCDONNELL DOUGLAS FEDERAL SYSTEMS
Sandra S. Green	NETWORK SOLUTIONS
Cheryl R. Matthews	NETWORK SOLUTIONS
Gary Holthusen	UNISYS
Mike Wahler	UNISYS



CAROL ANN BOTHWELL

350-36-2003

Operations Director

EDUCATION: B.A. (cum laude) in Mathematics, Goucher College (Maryland). Doctoral studies in Linguistics, Georgetown University. Completed courses in program and proposal management. Recipient of Physics Achievement Award. Elected Phi Beta Kappa Honor Society.

SUMMARY: Over 15 years' experience in the development of real-time communication, data acquisition, and process control systems. Experienced in all phases of system development including system definition, design, implementation, training, and maintenance. Directed a wide range of activities from bid and proposal efforts to development and maintenance of turnkey computer systems.

PROFESSIONAL EXPERIENCE

Computer Sciences Corporation (Silver Spring, MD, and Falls Church, VA, since 1970). Currently directing CSC Advanced Development Projects Operation. This operation is responsible for development of Ada based communication software systems for the U.S. Navy, and is currently implementing one of the first operational U.S. Navy Ada Systems. This operation also provides advanced systems development planning and management support to a multi-billion dollar computer manufacturing and distribution firm. Currently the operation is involved in establishing a new business unit to address the firm's most important strategic goals. The operation also provides security assurance for CSC Systems Division secure system development and maintenance efforts.

Formally, as deputy to the Vice President of Engineering Activity, responsible for the development of network systems. Served as the development manager of CSC's effort to implement the U.S. Customs Service Pilot Consolidated Data Network. This project involved the development, installation, and test of a three-node private packet switching network designed to serve terminal users at eight geographically dispersed sites and to provide interconnectivity with host systems in San Diego and Franconia. The Pilot Network is currently being expanded to serve other Customs Service and Department of Treasury users.

Previously served as project manager of 40 man NASA effort to develop a restricted access processor to protect classified data stored in NASA's Network Control Center. The project involved development of software for a unique configuration of INTEL 88/45, INTEL 286, and VAX 11/750 processors and use of state-of-the-art techniques for software verification.

Assigned the role of technical director to expedite and assure completion of a 50-man effort to implement a transportation management system for a Venezuelan oil company, using a TANDEM-based hardware configuration.



CAROL ANN BOTHWELL

- Page 2 -

As a subcontractor to Rockwell Collins, managed the design of communication software for the Groundwave Emergency Network (GWEN) for the USAF. This software development effort involved design of software for an INTEL-VAX-based equipment configuration. Following award of the GWEN implementation contract to RCA, provided technical support to RCA for its software and communication protocol specification efforts.

Managed a proposal for implementation of a U.S. Postal Service time and attendance application designed for a Honeywell-based configuration of micro and minicomputers.

Served as program manager of CSC's effort to develop turnkey security access control systems for a major middle eastern oil company. This project culminated in the installation of a 19-node computer based (MP-1000) network of turnstiles and dropgates in Saudi Arabia.

Participated in the specification of a SCADA (Supervisory Control and Data Tracking and Data Relay Satellite System). This project involved design and implementation of software for a SEL 32/75-based hardware configuration.

Participated in or had technical responsibility for design, implementation and maintenance of telemetry data acquisition and database management systems for satellites such as the Venus Orbiter, Atmospheric Explorer (AE), Radio Astronomy Explorer (RAE-B), High Energy Astronomical Observer (HEAO-C), and the Small Scientific Satellite S³. Worked with VARIAN 76, UNIVAC 1108, XEROX SIGMA 9, CSC 3200/3400, and IBM 370 single processor and multiprocessor configurations. Received letter of commendation from NASA for efforts in the development of the SCADA system.

Conducted in-house courses in software development methodology covering such topics as project costing, scheduling, status reporting, configuration management, quality assurance, software design, implementation and testing techniques. Conducted user and software maintenance courses for CSC-developed security access control systems.

Previous Experience. Designed and implemented software programs for wargaming applications with LAMBDA Corporation and with the Center for Naval Analyses (1965-1969).



INPUT®

Federal Information Systems and Services Program Conference
December 2 - 3, 1987
Marriott Tysons Corner
McLean, VA

CHANGING FEDERAL INFORMATION RESOURCE INITIATIVES

WEDNESDAY, DECEMBER 2

- | | |
|---------------|--|
| 8:30 - 9:00 | Registration - <i>Continental Breakfast</i> |
| 9:00 - 9:15 | "Welcome" - John E. Frank, Vice President
INPUT |
| 9:15 - 10:15 | "Changes in Information Resource Policies"
- Franklin Reeder, Director of Information
Resource Policy, Office Management &
Budget |
| 10:15 - 10:30 | <i>Break</i> |
| 10:30 - 11:15 | "Federal Information Technology Forecast"
- John E. Frank |
| 11:15 - 11:25 | <i>Break</i> |
| 11:25 - 12:25 | "Federal Application of Super Computers"
- Reed Phillips, Director of Information
Resource Management
Department of Commerce |
| 12:25 - 1:45 | <i>Lunch</i> |
| 1:45 - 2:30 | "Computer Aided Logistics Systems" (CALS)
- Bruce Lapisto, Deputy Director, DOD
CALS Policy Office, OASD (P&L)
Office of the Secretary of Defense |
| 2:30 - 2:45 | <i>Break</i> |
| 2:45 - 3:30 | "Federal Software Development Trends"
- Carol Bothwell, Operations Director
Computer Sciences Corporation |
| 3:30 - 3:40 | <i>Break</i> |



3:40 - 4:40

"Migration to Three Tier Architecture"

- Richard Colver, Deputy Director
Information Management
U.S. Army Corps of Engineers

4:40 - 5:15

FISSP Dialogue - 1988 Research

5:15 - 7:00

Wine and Cheese Reception

THURSDAY, DECEMBER 3, 1987

9:00 - 9:45

"Agency Procurement Procedures"

- John McKenna, Director of the Office of
Systems Planning
Veterans Administration

9:45 - 9:55

Break

9:55 - 10:45

"Vendor Perspectives of Federal Bidding Environment"

- Frank Ostronic, Vice President
ERC International

10:45 - 11:00

Break

11:00 - 11:45

"Paperless Procurement and Federal EDI Initiatives"

- James E. Kerrigan, Principal Consultant
INPUT

11:45 - 12:00

"Conference Wrap Up"

- John E. Frank

12:00

Lunch



INPUT, Inc.

8298 C, Old Courthouse Road, Vienna, VA 22180

(703) 847-6870

November 17, 1987

Mr. M. Dendy Young
Falcon Systems
5272 River Road
Bethesda, Maryland 20816

Dear Mr. Young:

Please find enclosed information regarding the INPUT FISSP CLIENT CONFERENCE, DECEMBER 2-3, 1987.

INPUT is pleased to advise you that the 1987 Annual Federal Information Systems and Services Conference will be held on December 2 and 3, 1987 in the Washington, D.C. area.

The theme of the conference will be "Changing Federal Information Resource Initiatives."


The key issues we expect to discuss include:

- Federal Policy Trends
- EDI (Electric Data Interchange)
- CALS (Computer Aided Logistics Systems)
- Super Computers
- Vendor Bidding Perspectives
- Telecommunications Trends
- Federal Information Technology Forecast

Please mark your calendar now for this important conference. We are looking forward to seeing you again at the conference.

Sincerely,

INPUT, Inc.


John A. Marrah
Director, Federal Sales

JAM/baf

cc: Jan McDaniel



INPUT, Inc.

8298 C, Old Courthouse Road, Vienna, VA 22180

(703) 847-6870

November 17, 1987

Mr. Paul Barrett
Falcon Systems
5272 River Road
Bethesda, Maryland 20816

Dear Mr. Barrett:

Please find enclosed information regarding the INPUT FISSP CLIENT CONFERENCE, DECEMBER 2-3, 1987.

INPUT is pleased to advise you that the 1987 Annual Federal Information Systems and Services Conference will be held on December 2 and 3, 1987 in the Washington, D.C. area.

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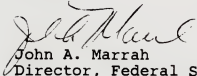
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- Federal Information Technology Forecast

Please mark your calendar now for this important conference. We are looking forward to seeing you again at the conference.

Sincerely,

INPUT, Inc.



John A. Marrah
Director, Federal Sales

JAM/baf

cc: Jan McDaniel



INPUT, Inc.

8298 C, Old Courthouse Road, Vienna, VA 22180

(703) 847-6870

November 17, 1987

Mr. Jim Connolly
AT&T INFORMATION SYSTEMS
295 Maple Avenue
Room 360 C1
Basking Ridge, NJ 07920

Dear Jim:

Please find enclosed information regarding the INPUT FISSP CLIENT CONFERENCE, DECEMBER 2-3, 1987.

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- Telecommunications Trends
- Federal Information Technology Forecast

Please mark your calendar now for this important conference. We are looking forward to seeing you again at the conference.

Sincerely,

INPUT, Inc.

John A. Marrah

John A. Marrah
Director, Federal Sales

JAM/baf

cc: Jan McDaniel



November 6, 1987

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Dear

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Plans for INPUT's fourth Federal Information Systems and Services conference are finalized. The dates for this one and one-half day event are December 2 and 3, 1987.

This year's conference theme is "Changing Federal Information Resource Initiatives." An agenda is enclosed for your perusal.

The location for the conference is the Tysons Corner Marriott in McLean, Virginia. A block of rooms have been reserved for conference attendees. Please make your room reservations directly with the hotel by calling (703) 734-3200 and mentioning the INPUT conference.

The conference will start at 9:00 on Wednesday morning with registration and continental breakfast beginning at 8:30 a.m. The first three representatives from your organization can attend the conference at no charge. Additional attendees are encouraged to attend at a nominal fee of \$150 per attendee. Please return the enclosed registration form to Jan McDaniel by November 20, 1987.

If you have any questions about the conference, contact Jan at INPUT's headquarters office (415) 961-3300. We are looking forward to presenting this information to you in December.

Sincerely,

John E. Frank
Vice President



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Mr. Paquette



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Sir/Ms

index21. Mr. Michael L. Dech
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1. *Chlorophyll a* (Chl *a*)

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20. *Chlorophyll t* (Chl *t*)

index52. Mr. James E. Russell

SAIC

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index53. Mr. Buzz Henifin

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Mr. Mitchell

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NUMBER OF PAGES: 1 OF 3

CONFIDENTIAL CORRESPONDENCE YES NO ☒

URGENT YES ☒ NO NO

DESCRIPTION: *Tentative GISSP Agenda*

12/2-3/87

FROM: *John Frank*

DATE: *11/4/87*

INPUT Project Charge Code: *GOV-7*

FILE: _____ CHRON _____ CONTACT ☒ OTHER _____

Specify: _____



FISAP Conference

Tentative Agenda

December 2-3, 1987

Mannott, Tysons Corner

McLean VA.

"Changing Federal Information Resource Initiatives"

Wednesday 12/2

8:00 - 9:00 Registration

Session 1 9:00 - 9:15 am Welcome: John Frank (w Peter Cunningham)

Session 2 9:15 - 10:15 am Changes in Information Resource Policies

Franklin Reeder, OMB

Office Management 'Budget

Director of Information Resource Policy

10:15 - 10:30 am Break

Session 3 10:30 - 11:15 am Federal Information Technology Forecast

John Frank, INAT Inc.

11:15 - 11:30 am Break

Session 4 11:30 - 12:30 pm Federal Application of Super Computers

Reed Phillips Dept. of Commerce

Dir of

Information Resource Management

12:30 - 2:00 pm Lunch

Session 5 2:00 - 2:45 pm Computer Aided Logistics Systems (CALS)

Lapierre
Bruce Lapierre - OSD

Office of Secretary of Defense

Deputy Director

for CALS Policy Office, OASD (P&L)

2:45 - 3:00 pm Break

Session 6 3:00 - 3:45 pm Federal Software Development Trends

Carol Bothwell, CSC

Operations Director

3:45 - 4:00 pm Break

Session 7 4:00 - 4:30 pm Paperless Procurement and Federal EDI Initiatives

James Kerrigan, INPUT Inc. Principal Consultant

(This session maybe rescheduled to Thurs. 11/25)



Tue

Session 8 : Migration to the Air Architecture

4:30 - 5:30 PM

~~Speaker to be confirmed~~ (Army)

Richard COIVER

Deputy Director - Information

US Army CORPS of ENGINEERS

MANAGE.

5:45 - 7:30 PM

Hospitality Period/Wine & Cheese

— 11 —

Thursday 10/1/87

Session 9 9:00 - 9:45 AM

Agency Procurement Procedures

John McKeena ^{KENNA} - VA (Veterans Administration)
Director of the office of Systems Planning,
Break

10:00 - 10:45 AM

10 10:00 - 10:45 AM

Vendor Perspectives of Federal Bidding Environment

Frank Ostromic - ERC International
Vice President

12:45 -

10:00 - 11:15 AM

Break

11 10:55 - 11:45 AM

FISSP Dialogue: Roadmap for 1988

James Kerrigan and John Marshall Jorgensen
Wrap Up

11:45 - 12:00

12:00 Lunch



October 1, 1987

Dear

INPUT FISSP CLIENT CONFERENCE, DECEMBER 2-3, 1987.

INPUT is pleased to advise you that the 1987 Annual Federal Information Systems and Services Conference will be held on December 2 and 3, 1987 in the Washington, D.C. area.

The theme of the conference will be "Changing Federal Information Resource Initiatives."

The key issues we expect to discuss include:

- Federal Policy Trends
- EDI (Electric Data Interchange)
- CALS (Computer Aided Logistics Systems)
- Super Computers
- Vendor Bidding Perspectives
- Telecommunications Trends
- Federal Information Technology Forecast

Please mark your calendar now for this important conference. A registration packet, including an agenda, hotel and travel information, will be sent to you within the next month. We are looking forward to seeing you again at the conference.

Sincerely,

INPUT, Inc.

John E. Frank
Vice President

cc: Jan McDaniel

JEF/baf



9-4

8:00-9:00
center

4:15-6:00

70 people class room style

December 2 & 3

lunch both days

reception Dec. 2

9:00-2:00

lunch

Chrystal Gateway Marriott

(703) 920-3230

left message 10/20

No space

* Tysons Corner Marriott (703) 734-3200 7:15

left message 10/22, 10/23

John →
Hicks

~~all day~~ → 200 per section 55-60

* Hyatt Arlington (703) ~~525-4575~~ 525-1234

left message 10/20

Jeanne

room on Dec 2

Dec 3 no room for lunch

Hyatt Regency Chrystal City (703) 486-1234

left message 10/20 → Linda

NO space available

OK { Sheraton Chrystal City Hotel (703) 486-1111

entire ^{NO} space available but will work if

there is a possibility

there ^{will} be space

Premiere

* Stratton, Tyona Corner Hotel (703) 418-1234

left message 10/21 10/22

(No space)

Stouffer Concourse Hotel (703) 979-6800

left message 10/21

Tom Hubler (703)

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→ Thursday

could do 354

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1 and 2

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Martin Marietta
Robert Jefferson
U.P.
Greenbelt, mo



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Jim Russell (C.V.P.)

Buzz Hirsiger

Steve Elwell



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+1 for

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c/o John Powell
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UNISYS

Gary Halthusen (U.P.)
Same as Gyrene Hall

U.S. West
Ed Schneider



- index156. Mr. Dennis Kreter
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- index158. Ms. Lorraine H. George
Manager, Market Research
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Lorraine
(206) 924-4400
- index159. Mr. Randy J. Knudsen
Business Manager
WEYERHAEUSER INFO SYSTEMS
Professional Services
Tacoma, WA 98477
Randy



October 1, 1987

Dear

INPUT FISSP CLIENT CONFERENCE, DECEMBER 2-3, 1987.

INPUT is pleased to advise you that the 1987 Annual Federal Information Systems and Services Conference will be held on December 2 and 3, 1987 in the Washington, D.C. area.

The theme of the conference will be "Changing Federal Information Resource Initiatives."

The key issues we expect to discuss include:

- Federal Policy Trends
- EDI (Electric Data Interchange)
- CALS (Computer Aided Logistics Systems)
- Super Computers
- Vendor Bidding Perspectives
- Telecommunications Trends
- Federal Information Technology Forecast

Please mark your calendar now for this important conference. A registration packet, including an agenda, hotel and travel information, will be sent to you within the next month. We are looking forward to seeing you again at the conference.

Sincerely,

INPUT, Inc.

John E. Frank
Vice President

cc: Jan McDaniel

JEF/baf



INPUT, Inc.

8298 C, Old Courthouse Road, Vienna, VA 22180 (703) 847-6870

FAX TRANSMITTAL FORM

DESTINATION: Mountain View

FAX NUMBER: _____

ATTENTION: Jan Mc Intire

Telephone Number/Location _____

NUMBER OF PAGES: 1 OF 1

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URGENT YES _____ NO ✓

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about Conf. List of people
who received letter will
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air UPS.

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DATE: 10/21/87

INPUT Project Charge Code: _____

FILE: _____ CHROM _____ CONTACT _____ OTHER _____

Specify: _____



CONTACT REPORT

DATE WRITTEN: 4/24/87

COMPANY: <u>SRA Corporation</u>		INPUT STAFF:	REASON:	RELATING TO:
NAME: <u>Bernie Cohen</u>		(INIT.) <u>Jef</u>	<input checked="" type="checkbox"/> SALES	<input type="checkbox"/> ISPS <input type="checkbox"/> CSP
TITLE: <u>Director Programs Development</u>		(INIT.)	<input type="checkbox"/> MARKETING	<input type="checkbox"/> CAMP <input type="checkbox"/> M'C
ADDRESS: <u>2000 - 15th Street</u>		<input checked="" type="checkbox"/> PHONE	<input type="checkbox"/> INTERVIEW	<input type="checkbox"/> MAPS
<u>Chesham VA 22201</u>		<input type="checkbox"/> VISIT	<input type="checkbox"/> PRESENT'N	<input type="checkbox"/> FISSP
PHONE (703) <u>558-4749</u>		CONTACT DATE: <u>4/23/87</u>	<input type="checkbox"/> HOTLINE	<input type="checkbox"/> CUSTOM
		<input type="checkbox"/> SUPPORT	<input type="checkbox"/> OTH:	<input checked="" type="checkbox"/> OTHER
				ID <u>11553</u>

Bernie read about the Commercial Systems Integration Report and Rich Peterson in the Computerworld story. Wanted price on report so he could cut a check and come by to pick it up (by the price was right?). Told him I'd call MV (Jan W) when it opened and ask her to call back.

He asked if he could be put on the mail list for other reports and conference notices - Said I would arrange.

☐ EXTRA PAGE(S) ATTACHED

ACTION DIST	TIME REQUIRED	DESCRIBE ACTION OR FOLLOW-UP	BY WHEN	DONE	INFO DIST
Jan W	0.1 Hr	covered in conversation.	4/23	✓	Jan W
Jan W		Call with price/delivery info on 11553			Randy
Jan McD		Mail List update.			Jan McD

☒ (check all that apply) MAIL LIST☐ Client☒ Prospect☐ Press☐ Financial☐ Key Contact☐ Decision Maker☐ Product User
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GOLDENROD • ORIGINATOR



DATE WRITTEN: _____

COMPANY: ARTHUR ANDERSEN		INPUT STAFF:	REASON:	RELATING TO:
NAME: SUE FRANKENFIELD, MIKE KRAUSE		(INIT.) PAC	<input type="checkbox"/> SALES	<input type="checkbox"/> ISPS <input type="checkbox"/> CSP
TITLE: MEL BERGSTAIN 228 507-2148		(INIT.)	<input type="checkbox"/> MARKETING	<input type="checkbox"/> CAMP <input type="checkbox"/> M/C
ADDRESS:		<input checked="" type="checkbox"/> PHONE	<input type="checkbox"/> INTERVIEW	<input type="checkbox"/> MAPS
		<input type="checkbox"/> VISIT	<input type="checkbox"/> PRESENT'N	<input type="checkbox"/> FISSP
		CONTACT DATE:	<input type="checkbox"/> HOTLINE	<input type="checkbox"/> CUSTOM
PHONE (312) 507 - 6683 (Sue)		4/87	<input checked="" type="checkbox"/> BOTH:	<input checked="" type="checkbox"/> OTHER
				ID ZQAD

We discussed the presentation to the CIO's for IRI. IRI is an Italian group that has 500,000 people employed. It is written up in Business Week edition of February 16. They would like a presentation to 12-15 people in our offices. The subject would be the role of the CIO in the 1990's and how does it relate to the CEO.

They will pay \$1,500 for the presentation. Some of the subjects that could be discussed are benefits, roles, what is going on in the industry, technology scenarios, and organization.

We can use slides that we have used before in the examination of the I.S. organization, strategic issues and items like that.

The conversation with Michael Krause and Mel Bergstein is about the presentation to the U.S. CIO's on Saturday, 6/5,6. This will be at the Four Seasons in Washington, D.C. The schedule on Saturday morning would be 8:30 to 8:45 an introduction. I would talk from 8:45 to 9:45 on the vision of the future.

We would then take a break for 15 minutes and then come back for a discussion which would last through noon.

Some of the issues they are talking about are competitive edge, the absorption of technology, tools, and return investment on information technology.

The way they got to this conference was that last October they got together a small group of about 9 CIO's to ask them some of their issues were that people would like to address. They then got a large group of 55 people together in November and Michael Porter can in to address them. As a result of

this conference they set up the 3 group investigation areas of strategy and information planning, tools, productivity, and backlog, and end user absorption. This was the ranking of need according to the CIO's they talked to.

They have done quite a lot of research of item 1 through Michael Porter and his monitor company. They have tried to drive out opportunities and concepts.

For the end user environment they have used a psychologist

☒ EXTRA PAGE(S) ATTACHED

ACTION DIST	TIME REQUIRED	DESCRIBE ACTION OR FOLLOW-UP	BYWHEN	DONE	INFO DIST
PETE		Send issues for 6IM CIO's to discuss other than the 4 key subjects that they will have by May 8th.			DENNY GRAHAM
JAN MCD.		Send government program conference information to Mel Bergstein.			

(Check all that apply)

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☐ Prospect

☐ Press

☐ Financial

☐ Key Contact

☐ Decision Maker

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Arthur Andersen
Page 2

that will talk at the conference about the things that must be done to deal with absorption.

Another issue that has emerged is the need for justification other than return on investment for information technology.

I said I would talk about organizational issues, connectivity, humatics, and what the industry will do over the next 10 years. I may also discuss the make/buy scenario. The whole subject of CSI could be addressed.

What we thought we might do is to get a more focussed discussion after the coffee break at 9:45 is to provide the attendees with a list of issues and ask them to prioritize the discussion items. We thought we would mail the attendees a list of the issues and ask them to prioritize them before they actually come to the meeting and then see if there are any changes at the break.

They were looking for somebody to provide then a fix on government issues and I suggested Frank Lautenberg might be appropriate. We agreed to contact his office to see his availability. Also we would provide them with Ed Zshau contact.

Mel also wanted to know the schedule and hotel for the FISSP conference.

We also quoted a fee of \$5,000 plus expenses for attendance at the meeting.

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Federal Information Systems and Services Program Conference
December 2 - 3, 1987
Marriott Tysons Corner
McLean, VA

CHANGING FEDERAL INFORMATION RESOURCE INITIATIVES

WEDNESDAY, DECEMBER 2

- | | |
|---------------|---|
| 8:30 - 9:00 | Registration - <i>Continental Breakfast</i> |
| 9:00 - 9:15 | "Welcome" - John E. Frank, Vice President
INPUT |
| 9:15 - 10:15 | "Changes in Information Resource Policies"
- Franklin Reeder, Director of Information
Resource Policy, Office Management &
Budget |
| 10:15 - 10:30 | <i>Break</i> |
| 10:30 - 11:15 | "Federal Information Technology Forecast"
- John E. Frank |
| 11:15 - 11:25 | <i>Break</i> |
| 11:25 - 12:25 | "Federal Application of Super Computers"
- Reed Phillips, Director of Information
Resource Management
Department of Commerce |
| 12:25 - 1:45 | <i>Lunch</i> |
| 1:45 - 2:30 | "Agency Procurement Procedures"
- Roy Morgan, Computer Specialist
Information Systems Engineering Division
(ICST), National Bureau of Standard |
| 2:30 - 2:45 | <i>Break</i> |
| 2:45 - 3:30 | "Federal Software Development Trends"
- Carol Bothwell, Operations Director
Computer Sciences Corporation |
| 3:30 - 3:40 | <i>Break</i> |

3:40 - 4:40

"Migration to Three Tier Architecture"

- Richard Colver, Deputy Director
Information Management
U.S. Army Corps of Engineers

4:40 - 5:15

FISSP Dialogue - 1988 Research

5:15 - 7:00

Wine and Cheese Reception

THURSDAY, DECEMBER 3, 1987

9:00 - 9:45

"Computer Aided Logistics Systems" (CALS)

- Bruce Lapisto, Deputy Director, DOD
CALS Policy Office, OASD (P&L)
Office of the Secretary of Defense

9:45 - 9:55

Break

9:55 - 10:45

"Vendor Perspectives of Federal Bidding Environment"

- Frank Ostronic, Vice President
ERC International

10:45 - 11:00

Break

11:00 - 11:45

"Paperless Procurement and Federal EDI Initiatives"

- James E. Kerrigan, Principal Consultant
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11:45 - 12:00

"Conference Wrap Up"

- John E. Frank

12:00

Lunch



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☒ Yes, I plan on attending the conference

Name Leonard F. Verdery Title Manager, Marketing & Operations Planning

Company Name Honeywell Federal Systems

Address 7900 Westpark Drive MS 1009 City McLean

Phone (703) 827-3412

Please complete the following:

Names and titles of other attendees (give address and phone if different from above)

Nick Papadopoulos

Bruce Bennett

☐ Enclosed is a check for the additional attendees.

☐ Bill my company for the additional attendees.

Note: The first three attendees from your organization may attend at no fee. Each additional attendee is \$150.00.

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Company Name Bchtel Information Services
Address 15740 Shady Grove Road City Gaithersburg
Phone (301) 788-1508 MO 20877-1454

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the 1990s, the number of people in the world who are undernourished has increased from 600 million to 800 million (FAO 2001). The number of people who are malnourished has increased from 1.1 billion to 1.5 billion (FAO 2001).

There are a number of reasons why the world's population is becoming more malnourished. One of the main reasons is that the world's population is growing very rapidly. The world's population is expected to reach 8 billion by the year 2025 (FAO 2001).

Another reason why the world's population is becoming more malnourished is that the world's food supply is not keeping pace with the world's population growth. The world's food supply is expected to be 40% short of the world's population needs by the year 2025 (FAO 2001).

There are a number of reasons why the world's food supply is not keeping pace with the world's population growth. One of the main reasons is that the world's food production is not keeping pace with the world's population growth. The world's food production is expected to be 40% short of the world's population needs by the year 2025 (FAO 2001).

Another reason why the world's food supply is not keeping pace with the world's population growth is that the world's food distribution is not keeping pace with the world's population growth. The world's food distribution is expected to be 40% short of the world's population needs by the year 2025 (FAO 2001).

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☒ Yes, I plan on attending the conference

Name WAYNE KELLY Title DIR, PLANNING / MKT RES

Company Name PSC

Address 6565 ARLINGTON BLVD City FALLS CHURCH VA

Phone 703 538-7870

Please complete the following:

Names and titles of other attendees (give address and phone if different from above)

ROBERT STEELE, VP MARKETING 538-7775

Robert Branich, MKT Analyst 53F-7865

☐ Enclosed is a check for the additional attendees.

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☒ Yes, I plan on attending the conference

Name _____ Title _____

Company Name CONTROL DATA CORP

Address 1800 N. DEARBORN City Alexandria VA. 22311

Phone 703-~~998~~ 998-4693

Please complete the following:

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~~Robert~~ N. Lynwood Lee MANAGER- 205-533-9860

Art Wiesenmann MANAGER 301-468-8463

Ed Stinson MANAGER. 301-468-8280

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☒ Yes, I plan on attending the conference

Name Felecia Decowski Title Proposal Coordinator

Company Name ERC International

Address 3211 Jermantown Road, PO Box 10107 City Fairfax, VA 22030

Phone 703/246-0635

Please complete the following:

Names and titles of other attendees (give address and phone if different from above)

Tom Sanders, Director of Business Development

Joel Stream, Program Manager

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Name Judy Cavanaugh Title Senior Market Analyst

Company Name Grumman Data Systems

Address 6862 Elm Street City McLean

Phone (703) 556-7400

Please complete the following:

Names and titles of other attendees (give address and phone if different from above)

Mr. Robert L. Wolf _____

Mr. Bob Evans _____

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Name John R. Macaulay Title Regional Mgr

Company Name GTE Data Services

Address 1850 K St. N.W. Suite 220 City DC 20004

Phone (202) 887 8131

Please complete the following:

Names and titles of other attendees (give address and phone if different from above)

Melissa Twyman Senior Account Mgr

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Name Liz Vitale Title Mktg Resource Analyst
Company Name IBM Corporation
Address 6600 Rockledge Drive City Bethesda MD
Phone 301-493-1553

Please complete the following:

Names and titles of other attendees (give address and phone if different from above)

<u>Russ Weaver</u>	_____
<u>Bob Sweeney</u>	_____
<u>Bob Caincrass</u>	_____
_____	_____

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Name Gayle Williams Title Manager Federal Marketing

Company Name Litton Computer Services

Address 1831 Nucgaek Faradat Drive City Reston, VA 22090

Phone 703/471-9200

Please complete the following:

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_____	_____
_____	_____
_____	_____
_____	_____

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Name Raymond W. Wolfe Title VP Business Development

Company Name Litton Computer Services

Address 1300 Villa St., P.O. Box 7113 City Mt. View

Phone 415-966-7532

Please complete the following:

Names and titles of other attendees (give address and phone if different from above)

Keith K. Erdman

Manager Bus. Devel WDC

490 L'Enfant Plaza, Suite 8206 202-554-2570

Washington, D.C.

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Name Dennis Brekhus Title Federal Marketing Manager
Company Name McDonnell Douglas Federal Systems
Address 6935 Wisconsin Ave., Suite 200 City Chevy Chase
Phone 301-657-1453

Please complete the following:

Names and titles of other attendees (give address and phone if different from above)

<u>Jerry Edgerton</u>	<u>TYMNET 703-556-3205</u>	<u>2070 Chain Bridge Rd., Vienna VA</u>
<u>David Lyle</u>	<u>703-556-7932</u>	<u>2070 Chain Bridge Rd., Suite 200, Vienna</u>
<u> </u>	<u> </u>	<u> </u>
<u> </u>	<u> </u>	<u> </u>

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Name John N. Marshall Jr Title Director Program Development

Company Name Network Solutions

Address 8229 Boone Blvd City Vienna, VA 22180

Phone (703) 442-0400

Please complete the following:

Names and titles of other attendees (give address and phone if different from above)

Sandra S. Green Director Defense Systems

Cheryl R. Matthews Manager Civil Agencies

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1. The first part of the document discusses the importance of maintaining accurate records of all transactions and activities. It emphasizes that proper record-keeping is essential for transparency and accountability, particularly in financial matters. The text outlines various methods for organizing and storing data, including digital databases and physical filing systems. It also mentions the need for regular audits and reviews to ensure the integrity of the information.

2. The second section focuses on the role of communication in achieving organizational goals. It highlights the importance of clear and concise communication, both internally and externally. The text provides guidelines for effective communication, such as using appropriate language, listening actively, and providing feedback. It also discusses the benefits of open communication and how it can foster a collaborative work environment.

3. The third part of the document addresses the issue of time management. It recognizes that time is a valuable resource and that efficient use of time is crucial for productivity. The text offers several strategies for managing time effectively, including prioritizing tasks, setting deadlines, and delegating responsibilities. It also mentions the importance of taking breaks and avoiding procrastination.

4. The final section discusses the importance of continuous learning and development. It emphasizes that individuals and organizations must stay up-to-date with the latest trends and technologies in their field. The text suggests various ways to acquire new knowledge and skills, such as attending workshops, taking courses, and seeking mentorship. It also mentions the importance of reflecting on one's own experiences and learning from mistakes.

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Name James E. Hengle Title Corporate Vice President

Company Name Science Applications International Corporation

Address 1710 Goodridge Drive, Suite 1410 M/S T-14-2 City McLean

Phone (703) 827-4825

Please complete the following:

Names and titles of other attendees (give address and phone if different from above)

_____	_____
_____	_____
_____	_____
_____	_____

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the 1990s, the number of people in the UK who are employed in the public sector has increased by 1.5 million, from 2.5 million in 1980 to 4 million in 1999. The public sector has become an important employer of people with mental health problems.

There is a growing awareness of the need to improve the mental health of people in the public sector. The Department of Health (1999) has published a strategy for mental health care, which includes a commitment to improve the mental health of people in the public sector. The strategy states that 'the government is committed to ensuring that people in the public sector have access to the same high quality mental health services as the rest of the population'.

The strategy also states that 'the government is committed to ensuring that people in the public sector are able to access the same range of mental health services as the rest of the population'. This includes a commitment to ensure that people in the public sector have access to the same range of mental health services as the rest of the population.

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Name Buzz Henifin Title Manager of Program Development
Company Name Science Applications International Corporation
Address 1710 Goodridge Dr Suite 1410 T2-1 City McLean
Phone (703) 734-4024

Please complete the following:

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_____	_____
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Name HELENE STEWART Title Assistant General Council

Company Name Systemhouse Inc.

Address 1010 North Glebe Rd City Arlington VA 22201

Phone (703) 876-0500

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Name Cynthia C. Hull Title Manager, Planning
Company Name Unisys
Address 8201 Greensboro Drive City McLean, Va. 22102
Phone 703/847-3412

Please complete the following:

Names and titles of other attendees (give address and phone if different from above)

Gary Holthusen, V.P. Business Development ^(same address) 847-3551
Mike Wahler, Manager, Business Development → 1785 Jefferson Davis Hwy
Crystal City
Arlington, Va. 22202
703/892-0100

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Name Steven P. Thomas Title Agency Marketing Mgr.
Company Name Alliant Computer Systems
Address 8230 Old Courthouse Rt. City Vienna, VA
Phone 703-847-5300

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_____	_____
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Name STEVE ELBELL Title _____

Company Name SAIC

Address 1710 GOODRIDGE DRIVE City MCLEAN, VA

Phone 703-749-8747

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Names and titles of other attendees (give address and phone if different from above)

MIKE DANIELS _____

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Name ED STINSON .. Title MARKETING PROGRAM MANAGER

Company Name CONTROL DATA CORP. - ROC314

Address 6003 EXECUTIVE BLVD. City ROCKVILLE, MD

Phone 301/468-8186

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Names and titles of other attendees (give address and phone if different from above)

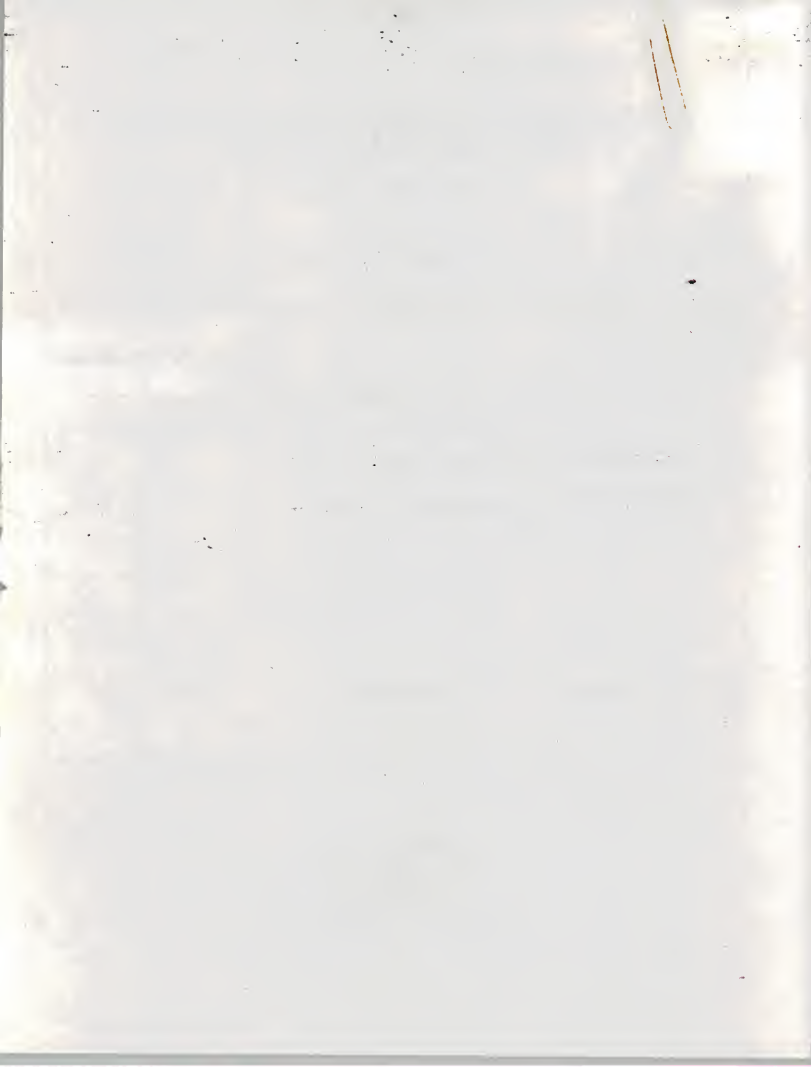
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✓ Steve Thomas

Advanced Technology
✓ Norm Asher

AMERICAN MANAGEMENT SYSTEMS

✓ Allen M. Brother

✓ Rick Baumgardner ✓ Henry Contos

ARTHUR ANDERSEN & COMPANY

✓ Steve Goodman

✓ Stan Gutkowski

✓ Ronald J. Lynch

AT&T FEDERAL SYSTEMS DIVISION

✓ Gail Azaroff

✓ Jo Diggs

✓ Bev Moss

✓ Ellie Tasher

AT&T TECHNOLOGIES

✓ Joe Bergmann

BECHTEL INFORMATION SERVICES

✓ Darrel Snider

BOEING COMPUTER SERVICES

✓ Barbara Flaherty

✓ Paul Proswimmer

✓ KAND TUTTLE

BOOZ-ALLEN & HAMILTON

✓ Donna Duka

✓ CINCOM SYSTEMS INC.

Dick Paden

COMPUTER SCIENCES CORPORATION

✓ Robert Branich

✓ Wayne Kelly

✓ Robert Steele

ANN FRICK

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✓ N. Lynwood Lee

✓ Ed Stinson

Art Wiesemann

DIGITAL EQUIPMENT CORPORATION

✓ Jean Phaneuf

ERC INTERNATIONAL

~~Telesia Decowski~~
~~Tom Sanders~~
~~Joel Stream~~
~~Dick Keating~~

F. Ostrone

GRUMMAN DATA SYSTEMS

~~Judy Cavanaugh~~
~~Bob Evans~~
~~Robert L. Wolf~~

GTE DATA SERVICES

John R. Macauley
Melissa Twyman

▷ HONEYWELL INFORMATION SYSTEMS

Bruce Bennett
Nick Tapadopoulos
Len Verdery

IBM CORPORATION

Bob Caincross *Maury Coggins*
Bob Sweeney
~~Liz Vitale~~
Russ Weaver

LITTON COMPUTER SERVICES

~~Keith K. Erdman~~ *James Heigl*
~~Gayle Williams~~
~~Raymond W. Wolfe~~

MCDONNELL DOUGLAS INFORMATION SYSTEMS GROUP

~~Dennis Brekhuis~~
Jerry Edgerton
David Lyle

NETWORK SOLUTIONS INC.

Sandra S. Green
John N. Marshall
Cheryl R. Matthews

OA0 CORPORATION

William Hill
Eileen Mowle
~~Kerry Walker~~

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Mike Daniels
~~Steve Elbell~~
James E. Hengle
Buzz Henifin

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Dennis Molak

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~~✓~~ Helene Stewart

TANDEM COMPUTERS INC.

~~✓~~ Tom Casey
~~✓~~ Miles O'Rielly
~~✓~~ Jim Stubbards

▷ U.S. WEST INC.

Gail Jones
Geoff Mandeville

UNISYS

~~✓~~ Chuck Covey
~~✓~~ Gary Holthusen
~~✓~~ Cynthia C. Hull
Jim Tully
~~✓~~ Mike Wahler
~~✓~~ Vickie Walcott

